



**U.S. Department of Commerce
U.S. Export Assistance Center
5 W. Hargett St., Suite 600
Raleigh, NC 27601
Tel: 919-715-7373, ext. 612
Fax: 919-715-7777
www.buyusa.gov/southeast/raleigh.html**

September 2003, Issue 8

RALEIGH EXPORT ASSISTANCE CENTER TRADE BULLETIN

COMMERCIAL OPPORTUNITIES IN EUROPE

Learn more about export opportunities in Romania, Macedonia, and Kosovo by attending a presentation with Central and Eastern Europe Business Information Center (CEEBC) Commercial Specialists from the U.S. Embassies and Consulates in these countries on Wednesday September 17th in Williamston, N.C.. In addition, officials with the United States Department of Commerce U.S. Export Assistance Center-Raleigh will be on hand to discuss how their office is able to support your business with export opportunities to other countries.

Topics to be discussed include: how to do business in Central and Eastern Europe, economic factors to consider, and how your company can take advantage of existing and future opportunities.

For more information please contact Stan Crowe at 252-809-9522,
stancrowe@earthlink.net,
or Shirreef Loza at 919-715-7373 ext 613,
shirreef.loza@mail.doc.gov.

FEATURE YOUR COMPANY ON U.S. COMMERCIAL SERVICE WEBSITES WORLDWIDE

Featured U.S. Exporters (or FUSE) is a directory of U.S. products featured on the websites of U.S. Commercial Services offices around the world. It gives your company an opportunity to target specific country markets in the local language of business. Currently, this service is offered "free of charge" to qualified U.S. exporters seeking trade leads or representation in the following markets: Australia, Austria, Belgium, Germany, Hong

Kong, Indonesia, New Zealand, Portugal, Singapore, Slovakia, Switzerland, Taiwan and Thailand.

For a free listing, complete the registration form at:

<http://www.buyusa.gov/home/fuse.html>

BUSH SIGNS U.S. FREE TRADE AGREEMENTS WITH SINGAPORE AND CHILE

On September 3rd President Bush signed two historic Free Trade Agreements with the countries of Chile and Singapore. The U.S. FTA with Chile is the first U.S. trade agreement with a South American country and includes strong provisions on intellectual property, investment, labor, and the environment, the president said. Similarly, the U.S. FTA with Singapore is the first U.S. trade agreement with an Asia-Pacific country. The U.S.-Singapore agreement also contains strong intellectual property and labor and environment provisions, as well as state-of-the-art Internet commerce protections. Currently the U.S. had free trade agreements with four other countries- Mexico and Canada(NAFTA), Israel, and Jordan. There are current negotiations for free trade taking place with Australia, Morocco, and several Central American nations. For more info on these two Trade Agreements, please visit: http://www.ustr.gov/new/fta/Chile/advisor_reports.htm

or
http://www.ustr.gov/new/fta/Singapore/advisor_reports.htm

THE CANCUN MINISTERIAL: THE DOHA DEVELOPMENT ROUND AT MID-POINT

The Trade Ministers and other officials from the 146 World Trade Organization (WTO)

Members will meet in Cancun, Mexico, on Sept. 10-14. The Fifth WTO Ministerial, as this meeting is formally known, will mark the mid-point in the current WTO negotiations, launched in Nov. 2001 and scheduled to conclude by the end of 2004. Much is at stake in the current WTO negotiations, referred to as the Doha Development Agenda or DDA, for the U.S. and other WTO member countries. At the most basic level, moving forward boldly at Cancun and in the DDA negotiations as a whole will help determine whether the WTO can continue to serve as a forum for trade liberalization that promotes economic growth.

Trade is a vital component of the American economy. Considerable barriers continue to impede the ability of U.S. firms, large and small, to export agricultural, consumer and industrial goods as well as services. Bringing down those barriers could provide substantial benefits for U.S. exporters, who account for about a quarter of the country's economic growth and support about 12 million jobs—jobs that pay wages 13-18 percent higher than the U.S. average. One in three acres of American farms, representing over \$56 billion in annual sales—are planted for export. Improved access to imported production inputs will help U.S. firms stay competitive with foreign producers. Consumers also benefit because of higher incomes and lower prices. Overall, success in the DDA negotiations could mean considerable annual savings for the average American family, which in turn means more disposable income and greater growth for the U.S. economy. The U.S. has ambitious goals for the DDA. The core of these negotiations is market access. We seek to significantly reduce or eliminate tariffs on all industrial trade, dramatically reform the agriculture sector, lower transaction costs by increasing transparency and promoting fair procedures in customs administration and government procurement.

UNITED STATES JOINS THE MADRID PROTOCOL

The Madrid Protocol is a treaty that facilitates the international registration of trademarks.

On October 17, 2002, the U.S. Senate approved an advice and consent resolution paving the way for final action on legislation to implement the treaty, which was signed into law on November 2, 2002. Since then, the U.S. Patent and Trademark Office (USPTO) has sought comment on draft rules for the filing and processing of Madrid applications. Final rules are expected to be released in the near future. With the deposit of the accession documents, the USPTO will begin accepting Madrid applications on November 2, 2003.

On August 2, 2003 the United States deposited its instrument of accession to the Madrid Protocol with the World Intellectual Property Organization in Geneva. This action signals its official membership to the treaty. The U.S. membership will take effect three months after the deposit, on November 2, 2003, to allow time for other treaty members to prepare for the acceptance of Madrid applications both to and from the United States.

For more information about the Madrid Protocol, visit <http://www.inta.org/madrid>, or call INTA Public Affairs at +1 212-642-1749.

NIGERIAN FRAUD SCAMS

Recently many individuals and businesses have been ensnared by the Advance Fee Fraud scam that originates in Nigeria. In order to prevent yourself from becoming a victim of this scam, please visit the Department of Commerce website for the Southeast USEAC centers: <http://www.buyusa.gov/southeast/>

OTHER NEWS

The Raleigh USEAC office welcomes Michael Smith as the new US Commercial Service intern. Mike is in his second year of the Masters Program for International Studies at North Carolina State University. He spent this past summer working for Planning and Learning Technologies (PALTECH), contracted at the United States Agency for International Development in Washington, DC. Mike Smith can be reached at Mike.Smith@mail.doc.gov.